



Collaborating with the  
National Office of Development

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# Support from National Office

- Branded gift planning websites
- Donor e-newsletters
- Training & case development support
- Prospect research
- Help with DAFs, stock gifts, IRA rollovers
- Support with Cultivating and Closing “Big Gifts”

# Office of Development Partnership

Formal MOU document has now been developed to provide both accountability and transparency to ensure trust is a key virtue of the collaborative partnership with development.

# **Why Partner with Office of Development**

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Your council development staff is already busy with fundraising to sustain operating and annual needs.

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Having support and focus on key relationships helps make to ***convert prospects into donors or current donors into transformational givers.***

# Why Partner with Office of Development

Accountability and support to drive progress on  
key relationships

# Why Partner with Office of Development

Support with closing transformational gifts, which require significant investments in time, research, and Council bandwidth

# Why Partner with Office of Development

Access and support from the  
national fundraiser team that has experience  
with closing large gifts

# Why Partner with Office of Development

- Support from the national volunteer network that may help in securing the meeting, donor cultivation, or in an ask meeting



# **Gift Planning Marketing Collaboration**

# Marketing & Consulting Support

Leverage National's gift planning expertise + Stelter's gift planning marketing platform:

- Council-branded gift planning website
- Council-branded bi-monthly gift planning e-newsletter
- Council-branded gift planning brochures
- Annual donor satisfaction survey
- Bi-monthly trainings for e-newsletter & best practices
- Assistance in facilitating gift planning vehicles
- Data management- KPIs, prospect lists, and documentation standards
- Strategy assistance for building gift planning into your Council culture



# Getting Started

If your Council is interested in this partnership, please reach out!

- Schedule a one-on-one overview with us
- Next window to join open through mid-October
- Contact Justin Rodstrom at

[Justin.Rodstrom@Scouting.org](mailto:Justin.Rodstrom@Scouting.org) or (302) 373-9152

